

4-11-1849

Letter from Henry Howe to James B. Finley

Henry Howe

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Rev. Jas. B. Pinney
Columbus O.

Dr. Friend

I should in case I published yr. work be at all the ex-
pense of engraving, stereotyping & manufacturing & therefore should
not call upon you for a single dollar to meet these expenses. I
should however expect that you would settle with Dr. J. H. for
re-writing the work from yr. own private funds, it being the duty
of an author to furnish his manuscripts.

Instead of buying out the copyright from you at a given sum, I should prefer that you should retain the copyright & that I should pay you a certain sum per copy. In this way you would continue yr interest in the work & being interested you would assist me by giving me letters of introduction to gentlemen in all parts of the country where I was unacquainted and desired to establish agencies. In this manner if the book was successful you would obtain perhaps three what you would if you sold out in a lump.

10th - Because I have had an experience of eight years in the wool
business.

2d. - Because I am known & have extensive acquaintance all over China.

3d. - Because I have some 18 or 20 agents in different parts of Ohio & ^{know} ~~knowing~~ the field as well & ~~being~~ ^{and} have unusual facilities for procuring the right sort of men for agents.

4th. - Because in a short time, I shall be through with the Ohio & could set my whole force of agents to work & give my whole undivided ~~attention~~ energies to this one thing, which "the concern" I have a multiplicity of books to attend to.

Henry Dove
April 11 29

[illegible]

My terms for publishing "the Prison Life" would be as follows.

1st. J. B. Pinley to furnish the mss. to H. Howe free of cost & obtain the copyright ^{in his own name} in the Clerk's office for the District of Ohio, which would cost One Dollar.

2d. H. Howe to be at the entire expense of ^{the} engraving, & stereotyping, printing, binding, paper & every thing else appertaining to the manufacturing & materials of manufacturing expense of employing agents.

3d. H. Howe to own the stereotype plates & engravings & to have the sole charge of disposing of the work.

4th. H. Howe to pay J. B. Pinley for every copy of the work printed six months from the issue of each edition, excepting for such copies as are furnished to editors & ~~and~~ given away to friends or prominent men for the sake of their influence.

5th. H. Howe to pay J. B. Pinley for all copies printed up to 2000 a copyright of 10 cents per copy. For all over 2000 & up to 20000, a copyright of 4 1/2 cents per copy. For all over 20,000 up to 50,000, a copyright of 4 cents a copy. For all over 50,000 to have the copyright at 2 cents a copy.

By this you would receive for the first 2000 copies \$200. For 20000 which you would receive \$1000. For 50,000 which you would receive ^{\$2350} ~~\$2000~~ ²⁶²⁵⁰ ~~\$2500~~. For 100,000 you would receive ^{\$3350} ~~\$3000~~.

~~But~~ In my opinion & that of my friends, the book will not be as saleable if Dr. Seftt. makes it an extended & philosophical work. Common people, like incidents & stories & I had were I in yr. place rather pay Dr. Seftt. \$300 for simply re-writing yr. mss. & making from them ^{the} best book he could than to pay him ^{at least \$200} for making ^{an extended} such work as he anticipates. ~~But this is a case~~ ^{if he only re-writes yr. mss.} I had much rather publish it than if it ^{is} made philosophical & abstruse & ranged over a wide field, for I know from experience that the more simple a work is, the better it will sell ^{among the million}. all dry statistics & figures should ^{also} as far as possible be avoided. They are repulsive to the common eye & common taste.

I should like to have you decide upon this subject at as early a day as practicable, inasmuch as if I publish it I want to make my arrangements & have the engravings drawn made and finished in season.

The agent Mr. Public for my Ohio is a person recommended by Mr. Campbell the bookseller at Canton. As he appears to be inefficient, he will have to be superseded.

I expect to remain here until July when I intend returning to Ohio unless the cholera should be making great havoc there.

Please let me hear from you often. With my respects to Mrs. Dewey & kind regards to yourself I

Remain sincerely Yrs.

Henry Howe.

P. S. If on any subject you do not like my terms please before deciding tell me wherein & I will perhaps make such alterations ^{new proposals} as will prompt you to decide in my favor.